

# Army Acquisition Reform Newsletter



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Army Acquisition Reform Web Site: <http://acqnet.sarda.army.mil/acqref/default.htm>  
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## Advanced Acquisition Reform Training

Advanced Acquisition Reform Training 3 (AART3), the latest iteration of continuing education efforts on behalf of the Army's contracting professionals, is currently being delivered at various installations worldwide. This three-day workshop, designed to strengthen and fine tune key contracting skills, has been presented to 179 members of the acquisition workforce in Virginia, Texas, Korea, Hawaii, and New Jersey.

The core subjects - Incentivizing Contractor Performance, Negotiation Skills, and Outcome Based Source Selection – are designed to emphasize the role of the contracting officer as a Business Advisor to the customer. Incentivizing Contractor Performance addresses the use of commercial business practices to look beyond profit/fee for contractor performance incentives. The Negotiation Skills addresses negotiation strategies and tips, and includes a mock negotiation exercise. Outcome Based Source Selection focuses on helping the customer determine the desired outcome of the procurement action, and structuring the procurement to satisfy that outcome.

The curriculum also includes ten electives, ranging from Commercial Business Practices to Exercising the Multi-Step Advisory Process, that allows the Principal Assistant Responsible for Contracting (PARC) and the Director of Contracting (DOC) the flexibility to tailor the workshop to meet specific installation training needs. Participant feedback to date has been extremely positive.

Additional workshops are scheduled at the following locations:

Military District-Washington, Ft. Meade, MD ( 3 May 00)

MEDCOM, Brooke Army Medical Center, Ft. Sam Houston, TX (23 May 00)

US Army Contracting Command, Europe ( 7 June 00)

U. S. Army Garrison, Puerto Rico (11 June 00)

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